



**Management Consulting Services
Capabilities**

SPRING 2021

www.gardantglobal.com

Introduction

GARDANT GLOBAL is the preeminent provider of Management Consulting Services focused on growth of revenue for companies in the government and international marketplaces. Since 2007 we have secured over \$240B in life-cycle contracts for our clients in technology, healthcare and logistics supporting their government mission.

GARDANT provides management consulting services focused on solving complex business issues across a broad range of industries, including government. Our consultants provide specific expertise that helps leadership to realize improvements in overall performance and operations. Impactful results drive growth. GARDANT consultants provide thought leadership, valuable insights, advanced analytical capabilities, and actionable recommendations that lead to measurable performance improvements, optimized outcomes, and business growth.

GARDANT GLOBAL (GARDANT) is a leading provider of ISO 9001:2015 Quality Certified Strategic Management Consulting Services for Government and Industry in both the domestic and international markets. GARDANT is headquartered in Boca Raton, Florida with offices in the Washington, DC metropolitan area and our affiliate companies SOLAIYA LTD in London, the United Kingdom and SOLAIYA CZ s.r.o (IČO 06938736) in Prague Czech Republic.

GARDANT's goal is client satisfaction. We maintain a formal scorecard that measures our success and provides for continuous process improvement across all our deliverables. The GARDANT GLOBAL / SOLAIYA organization delivers messaging through representation, compliance including NIST 800.171, GDPR and ISO Gap Analysis; and Revenue through direct sales, business development and proposal support and management.

GARDANT GLOBAL provides support for the direct positioning and growth of client specific revenue generation, process improvement, and cost containment. We have become a proven resource for small, medium, and large organizations in the areas of Business Development, Capture Management, Proposal Management and Support specifically targeting Opportunity Awareness, and Direct Revenue Attainment. Our experienced group of Strategy Consultants also work with our clients on Post Award Contract and Grant Management designed to maximize growth and profitability. Winning is imperative; managing is mandatory. Our Post Award contract services include direct Task Order Response, Contract Revenue Management, Customer Relationship Management, and Performance Management. Our team utilizes many recognized tools and methods including elements of Six Sigma, Earned Value Management (EVM), International Standards Organization (ISO), and Balanced Scorecard.

THE GARDANT ENVIRONNESS Green Initiative includes: Computer and Product Recycling, reclamation and Environmentally positive education, certification, and Product resale.

GARDANT GLOBAL Inc.

DUNS: 969701064

CAGE CODE: 733A3

FEIN: 262655261

Classification: WOSB

Company URL: www.gardantglobal.com

Primary NAICS: 236115, 236116, 236118, 235220, 541519, 541611, 541612, 541613, 541614, 541618, 611430

Industries Served: Government, Technology, Healthcare, Transportation, and Energy



ENVIR**NESS**

GARDANT Strategy Services include:

Business Development – Pre-Award

- Outsourced Business Development
- Opportunity Management
- Telemarketing and Outsourced Sales
- Capture and Proposal Management
- GSA Schedule Creation and Management
- Market Specific Management Consulting
- Client Offering Customization
- Grant Writing

Contract Management – Post Award

- Contract Award Management
- Contract Web Catalog Creation
- Key Personnel Acquisition
- Cost Management
- Post Award Sales / Technical Help Desk
- Product Logistics Management
- Supply Chain Validation
- Contract Audit and Reporting

Some of our Current and Past Clients, Partners



Example Contract Wins:

DHS EAGLE / 2 / 2SB
 DHS First Source / 2
 GSA Alliant / Alliant 2SB
 GSA USA Contact
 GSA VETS / VETS 2
 GSA Schedule 70, PSS, Others
 IRS TIPSS 4
 NASA SEWP V
 NIH CIO-CS

NIH CIO SP 3 SB
 NIH CIO SP 3 LB
 SEAPORT – E / NxG
 US ARMY ITES 3S, 3H, SW2
 VA Product VISN 22 BPA
 VA Clinical Assessment
 VA T4
 VA T4NG
 Many Others

GARDANT's newest area of consulting support leads an organization through the process and the work associated with attaining certain "must have" certifications and GSA schedule(s). These certifications include ISO 9001:2015, O-TTPS for your supply chain, CMMC for Cybersecurity (required if you are going to do business with DoD), and obtaining your first GSA Multiple Award Schedule or adding SINs to an existing schedule.

Engagement Models / Business Development, Capture and Proposal Management

GARDANT utilizes a multi-tiered agreement structure. This is designed to afford our clients the most flexibility in engagement and a variety of cost models designed to minimize the spend.

These models include:

Monthly Retainer Basis

Our monthly retainer fees are all inclusive and can provide our clients with comprehensive levels of support all of which are ISO 9001:2015 Quality Certified. The monthly retainer fees vary based on Client size, Revenue and Contract expectations. Under the Monthly Retainer model, the fees include all aspects of the GARDANT ISO BD Lifecycle including Opportunity Identification, Pursuit, Capture, Proposal and Award Management. Usual goals may include:

- Tracking and review of all previously awarded contract vehicles including
 - GSA Schedule 70, Seaport NxG, GSA STARS and others.
- Proposal Library Creation and update
- Submission of at least "X" number of proposals per month or quarter
- Business Development including Teaming and subcontracting
- Event Attendance
- Collateral modification support

RFP/Contract Specific Solution Acquisition

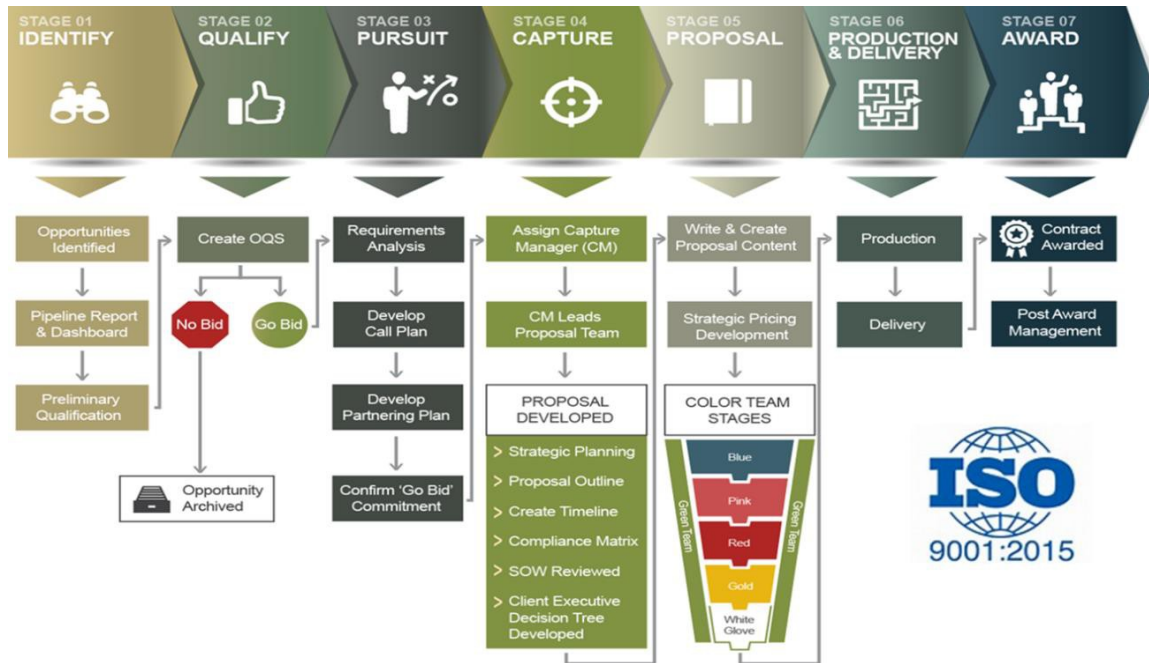
GARDANT can focus on a specific Capture and / or Proposal effort using a Firm Fixed Price and Success Fee and / or Monthly Retainer plus a success fee. Examples of this include specific solutions for DHS FIRSTSOURCE III, CIO-SP4, GSA POLARIS, ITES-4H and many others.

Time and Materials

GARDANT provides comprehensive services to clients utilizing a Time and Materials model that provides standard hourly bill rates across relevant defined labor categories. These categories include:

Principal/Partner	Research Analysis including Sr. Analyst,
Subject Matter Professional	Analyst and Associate
Business Development – Sr. Director,	Pricing Analyst
Director, Executive	Administration
Technical Staff – Sr. Director, Solutions	Proposal Management and Administration
Architect, Compliance Expert, Other	Others

GARDANT ISO CERTIFIED BUSINESS DEVELOPMENT PROCESS



GARDANT's Industry Experience has been developed over 35 years

Founder and CEO Paul J Karch is a classically trained network/computer engineer, with focused specialization includes revenue growth for firms in Government and International markets centered around citizen services, information technology and healthcare. Additionally, Paul is a featured speaker and writer and has been interviewed by Lou Dobbs, CNN Money Line with technology representative segments including "After Y2K, Personnel, Opportunity and the Future." and on CBS with discussions centered around small business expansion into federal and state/local government markets. Paul's papers and presentations include:

- "Healthcare in the new era its' effect on Small Business"
- "E-Business Economics-Beyond the Hype" - The US Executive Council in Miami, FL
- "The Economics of Profitable Thinking" detailing the change from Communism to capitalism and the challenges involved in thought process modification presented to The Slovak Republic Institute of Economics – Bratislava Slovakia
- "Bridging the Digital Divide" – detailing the conundrum of adding inaccessible e-government to poverty level users — FL State Senate, Tallahassee FL
- "The World is Your Oyster" relating to the challenges US companies' face in globalization presented at The International Imaging Conference, NEC London England.
- "Information Analysis, Classification and Security" AFCEA- Brussels Belgium
- "Imaging and Automated Document Capture in a full content world" – Singapore
- Multi-lingual search and retrieval for multinational organizations presented in Caracas Venezuela
- Mr. Karch is the inventor of a patented technology for "Controlling Access/Delivering Digital Content".

WHY GARDANT?

Management Consulting

Business Development

Capture Management

Proposal Development

Grant Acquisition

GSA Schedules

NIST 800-171

GDPR

Firm Fixed Monthly Retainers

Time and Materials

Retainer and Success

Consistent Winning

Other

GARDANT GLOBAL

433 Plaza Real, Suite 275

Boca Raton, FL 33432

4250 N Fairfax Dr, Suite 600

Arlington, VA

www.gardantglobal.com

paul.karch@gardantglobal.com